



Zopa appoints Nigel Morris to its board

P2P pioneer strengthens its board as Capital One co-founder and QED Investors' Nigel Morris joins as a non-executive director

London: 21 October, 2015 - Europe's leading peer-to-peer lending company, Zopa, today announced that Nigel Morris, Managing Partner at QED Investors and the co-founder and former COO and President of Capital One, has joined its board as a non-executive director as part of an investment by QED Investors. This reflects a strategic move by Zopa, which recently passed the £1 billion lending milestone to strengthen its board and bring on seasoned experts to help scale the firm.

Giles Andrews, Zopa Co-founder and Executive Chairman said, "Nigel is one of the few entrepreneurs in the world to have started a financial services business and taken it to massive scale. During Nigel's ten years at Capital One, the company's earnings per share growth and return on equity both exceeded 20% per year. Nigel is a natural fit for us as he pioneered a data driven approach both to credit decisioning and marketing."

"I am delighted to join the team at Zopa. I've been following its progress for a long time and we (QED) jumped at the opportunity to be part of this truly disruptive and pioneering company. I share the same ambitions and values as Giles, Jaidev, and the whole company in wanting to provide better value and excellent service to consumers, and making Zopa a trusted household brand in the process," said Nigel Morris, Managing Partner of QED Investors.

Jaidev Janardana, CEO of Zopa said, "I am really excited to work with Nigel. Having worked in Capital One, I have always been deeply impressed by his strategic vision and expertise. I look forward to tapping into his experience while we look to scale our business and build a mainstream brand."

Zopa has grown rapidly in 2015 having so far lent £410 million in 2015 and is expected to reach £540 million by the end of the year. This represents a 100% increase on 2014 lending volumes with borrowing only set to increase in 2016 as Zopa expects to make over £1bn in new loans next year alone.

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About Nigel Morris

Nigel is the managing partner of QED Investors, a direct investment fund focused on high growth companies that leverage the power of data strategies. QED has invested in some of the world's leading financial technology companies, including, Credit Karma, Avant Credit, GreenSky and SoFi. Additionally, Nigel works in an advisory capacity with General Atlantic Partners and Oliver Wyman Consulting. He serves on the board of numerous for-profit companies, including Red Ventures, CAN Capital, Media Math and Prosper. He is also on the board of National Geographic, ideas42, and the London Business School.

Previously, Nigel co-founded Capital One Financial Services in 1994. Under Nigel's leadership, Capital One pioneered an information-based strategy that fundamentally transformed the consumer lending industry.



Combining advanced statistical marketing techniques with nascent information technologies, the company reduced costs to conventional borrowers, extended capital to overlooked consumers, expanded internationally, and produced extraordinary returns for investors. The business transitioned from an emerging start-up to an established public company now worth over \$40bn.

About Zopa

[Zopa](#) is the UK's leading peer-to-peer lending service - bypassing banks and their high charges to put more back into the pockets of the UK's lenders and borrowers. Zopa matches smart borrowers looking for lower-rate loans with lenders looking for higher interest. Since Zopa was founded in 2005, it has arranged more than £1 billion in peer-to-peer loans and has been voted 'Most Trusted Personal Loan Provider' in the Moneywise Customer Service Awards for the past six years and Consumer Moneyfacts best overall customer service in 2014.